

IN THE CLAIMS

Please amend the claims as follows:

Claim 1 (Currently Amended): A distribution management device comprising:

order information receiving means for receiving via a network first order information of merchandise and second order information of said merchandise, the first order information being formed based on a first purchase request received via a first sales channel that uses the network and the second order information being formed based on a second purchase request received via a second sales channel which is a point-of-sale location that does not use the network;

stock control means for controlling a stock of said merchandise to be distributed to the first and the second sales channels based on the first and the second order information; and

supply instruction means for grasping an actual sales condition of said merchandise in the first and the second sales channels based on the first and the second order information and stock control information supplied from the stock control means and instructing a supplier of said merchandise to supply the merchandise based on the actual sales condition, wherein

said supply instruction means instructs said supplier to supply a new product so that said new product would be controlled as the stock corresponding to the sales debut of said new product and said new product is to be stored in said second sales channel.

Claim 2 (Previously Presented): The distribution management device according to claim 1 wherein said supply instruction means instructs the supplier to stop supplying the merchandise due to a sales debut of a new product during a predetermined period before the new product is released.

Claim 3 (Canceled).

Claim 4 (Currently Amended): The distribution management device according to claim [[3]] 1 wherein said order information receiving means receives the first and the second order information via the Internet as said network.

Claim 5 (Previously Presented): The distribution management device according to claim 4 wherein said order information receiving means receives the first and the second order information forming Web pages to be used in a World Wide Web service on said Internet.

Claim 6 (Currently Amended): A distribution management method comprising steps of:

receiving via a network first order information of merchandise, the first order information being formed based on a first purchase request received via a first sales channel that uses the network and receiving via the network second order information of said merchandise, the second order information being formed based on a second purchase request received via a second sales channel which is a point-of sale location that does not use the network;

controlling a stock of said merchandise to be distributed to the first and the second sales channels based on said first and second order information received; and

grasping an actual sales condition of said merchandise in the first and the second sales channel based on stock control information of said merchandise supplied from a stock controlling means and instructing a supplier of said merchandise to supply said merchandise based on said actual sales condition,

wherein said step of grasping the actual sales condition and instructing the supplier of the merchandise comprises instructing the supplier to supply a new product so that said new product will be controlled as the stock and stored in said second sales channel corresponding to the sales debut of said new product.

Claim 7 (Previously Presented): The distribution management method according to claim 6 wherein said step of grasping the actual sales condition and instructing the supplier of said merchandise comprises instructing the supplier to stop supplying the merchandise due to new product sales during a predetermined time period before a sales debut of the new product.

Claim 8 (Canceled).

Claim 9 (Currently Amended): The distribution management method according to claim [[8]] 6 wherein said step of receiving the first and second order information and controlling the stock of the merchandise comprises receiving the first and the second order information via the Internet as said network.

Claim 10 (Previously Presented): The distribution management method according to claim 9 wherein said step of receiving the first and second order information and controlling the stock of the merchandise comprises receiving said first and the second order information forming Web pages to be used in a World Wide Web service on the Internet.

Claim 11 (Currently Presented): A program storage medium for making a distribution management device execute a program comprising steps of:

receiving via a network first order information of merchandise, the first order information being formed based on a first purchase request received via a first sales channel that uses the network and receiving via the network second order information of said merchandise, the second order information being formed based on a second purchase request received via a second sales channel which is a point-of-sale location that does not use the network;

controlling a stock of said merchandise to be distributed to the first and the second sales channels based on said first and second order information received; and

grasping an actual sales condition of said merchandise in the first and the second sales channels based on stock control information of said merchandise supplied from stock control means, and instructing a supplier of said merchandise to supply said merchandise based on said actual sales condition,

wherein said step of grasping the actual sales condition and instructing the supplier of the merchandise comprises instructing the supplier to supply a new product so that said new product would be controlled as the stock and stored in said second sales channel corresponding to a sales debut of the new product.

Claim 12 (Previously Presented): The program storage medium according to claim 11 wherein said step of grasping the actual sales condition and instructing the supplier of the merchandise comprises instructing the supplier to stop supplying said merchandise due to new product sales.

Claim 13 (Canceled).

Claim 14 (Currently Amended): The program storage medium according to claim [[13]] 11 wherein said step of receiving the first and second order information and controlling the stock of the merchandise comprises receiving the first and the second order information via Internet as the network.

Claim 15 (Previously Presented): The program storage medium according to claim 14 wherein said step of receiving the first and second order information and controlling the stock of the merchandise comprises receiving the first and the second order information forming Web pages to be used in a World Wide Web service on said Internet.

Claim 16 (Currently Amended): A distribution management system comprising:
a first order information forming device for forming first order information of merchandise based on a first purchase request received via a first sales channel that uses a network;

a second order information forming device for forming second order information of merchandise based on a second purchase request received via a second sales channel which is a point-of-sale location that does not use said network; and

a distribution management device for receiving the first and the second order information to be transmitted from the first and the second order information forming devices via said network, as well as controlling a stock of said merchandise to be distributed to the first and second sales channels based on said first and the second order information, and for grasping an actual sales condition of said merchandise in the first and the second sales channels based on said first and second order information and stock control information of said merchandise given from stock control means and instructing a supplier of said merchandise to supply said merchandise,

wherein said distribution management device is configured to instruct the supplier to supply new merchandise so that the merchandise is controlled as the stock and stored in said second sales channel corresponding to the sales debut of said new product.

Claim 17 (Previously Presented): The distribution management system according to claim 16 wherein said distribution management device is configured to instruct the supplier to stop supplying the merchandise due to a new product sales to the supplier during a predetermined period before a sales debut of the new product.

Claim 18 (Canceled).

Claim 19 (Currently Amended): The distribution management system according to claim [[18]] 16 wherein said distribution management device is configured to receive the first and the second order information transmitted from the first and the second order information forming devices via the Internet as the network.

Claim 20 (Previously Presented): The distribution management system according to claim 19 wherein said distribution management device is configured to receive the first and the second order information forming Web pages to be utilized in a World Wide Web service on the Internet transmitted from said first and the second order information forming devices.